

AG Contract No. KR96 1678TRN
ADOT ECS File: JPA 96-67
Project: G1050 58C
Section: Higley Rd. Ext. ESP Improvements

**INTERGOVERNMENTAL AGREEMENT
BETWEEN
THE STATE OF ARIZONA
AND
THE TOWN OF GILBERT**

THIS AGREEMENT is entered into _____, 1996,
pursuant to Arizona Revised Statutes, Sections 11-951 through 11-954, as amended,
between the STATE OF ARIZONA, acting by and through its DEPARTMENT OF
TRANSPORTATION (the "State") and the TOWN OF GILBERT, acting by and through
its MAYOR and TOWN COUNCIL (the "Town").

I. RECITALS

1. The State is empowered by Arizona Revised Statutes Section 28-108 to enter into this agreement and has by resolution, a copy of which is attached hereto and made a part hereof, resolved to enter into this agreement and has delegated to the undersigned the authority to execute this agreement on behalf of the State.

2. The Town is empowered by Arizona Revised Statutes Section 41-1513 and 28-1895 et seq to enter into this agreement and has by resolution, a copy of which is attached hereto and made a part hereof, resolved to enter into this agreement and has authorized the undersigned to execute this agreement on behalf of the Town.

3. The Town has requested Economic Strength Project (ESP) funds in the amount of \$250,000.00; the Arizona Department of Commerce and the Economic Development Commission have recommended the approval of such funds for the Town, and the Transportation Board has approved the funding, for the construction of the extension of Higley Road North of Baseline Road together with water and sewer utility extensions, to provide improved access, and aid in the retention and development of local business, hereinafter referred to as the Project.

THEREFORE, in consideration of the mutual agreements expressed herein, it is agreed as follows:

=====

II. SCOPE

1. The Town will:

a. Insure the additional commitment of 65% of the total estimated Project cost, or \$462,800, whichever is more, from the Town or other sources (not including ESP funds) to the Project. Accomplish construction of the Project by public bidding, in strict compliance with State procurement laws, rules and regulations. Upon completion, approve and accept the Project on behalf of the Town and provide maintenance.

b. No more often than monthly, invoice the State, in the form of Exhibit B hereto, for ESP funds (Arizona Department of Commerce, ATTN: Strategic Finance Division, ESP Program Director, 3800 N. Central Avenue, Suite 1500, Phoenix, AZ 85012), in an amount not to exceed \$250,000.00.

c. Provide the State a copy of the executed Project contract(s), and draw down and expend the State ESP funds no later than six (6) months after the effective date of this agreement. Provide the State detailed written reports of all ESP fund expenditures, supported by invoices, receipts or other suitable and appropriate documentation, and a final accounting report no later than thirty (30) days after ESP funds are fully expended.

d. Reimburse the State any funds received from the State under this agreement which are not specifically and directly expended in compliance with the ESP grant application, which is attached hereto and made a part hereof, and are subsequently disallowed by the State.

e. Provide the State (Arizona Department of Commerce, ATTN: Strategic Finance Division, ESP Program Director, 3800 N. Central Avenue, Suite 1500, Phoenix, AZ 85012) with quarterly Project status reports, and one year after completion of the Project, a written Economic Impact Report detailing the direct and indirect impact of the Project, to include jobs created, jobs retained and related data.

2. The State will:

Within thirty (30) days after receipt and approval of the ESP contract(s) and subsequent monthly progress payment invoices, reimburse the Town for work completed on the Project funds in an amount not to exceed \$250,000.00.

III. MISCELLANEOUS PROVISIONS

1. The only interest of the Department of Transportation in the Project is to convey economic strength pass through funds for the use and benefit of the Town by reason of state law under which funds for the Project are authorized to be expended.

2. The Town agrees to indemnify and save harmless the State, or any of its departments, agencies, officers or employees, from and against all loss, expense, damage or claim of any nature whatsoever which is caused by any activity, condition or event arising out of the performance or non-performance by the State of any of the provisions of this agreement.

3. The total amount of ESP funds expended under this agreement shall not exceed 35% of the total Project cost. Should the Project not be completed, be partially completed, or be completed at a lower cost than the advanced amount, or for any other reason should any of these ESP funds not be expended, a proportionate amount of the funds provided under this agreement shall be reimbursed to the State.

4. This agreement shall remain in force and effect until completion of said Project, reimbursement and subsequent reports; provided, however, that this agreement, except any provisions herein for maintenance, which shall be perpetual, may be cancelled at any time prior to the award of a construction contract, upon thirty (30) days written notice to the other party. Further, this agreement may be terminated and the ESP grant cancelled by the State if the Town, in the opinion of and by action of the Transportation Board, fails to pursue due diligence on the Project or in the performance of any of the terms of this agreement.

5. This agreement shall become effective upon filing with the Secretary of State.

6. This agreement may be cancelled in accordance with Arizona Revised Statutes Section 38-511 as regards conflicts of interest on behalf of State employees.

7. The provisions of Arizona Revised Statutes Section 35-214 pertaining to 5 year records retention by the Town and audit by the State are applicable to this contract.

8. In the event of any controversy which may arise out of this agreement, the parties hereto agree to abide by required arbitration as is set forth in Arizona Revised Statutes Section 12-1518.

9. All notices or demands upon any party to this agreement, except as otherwise specified herein, shall be in writing and shall be delivered in person or sent by mail addressed as follows:

Arizona Department of Transportation
Joint Project Administration
205 South 17 Avenue, Mail Drop 616E
Phoenix, AZ 85007

Town of Gilbert
Town Manager
1025 S. Gilbert Road
Gilbert, AZ 85234

10. Attached hereto and incorporated herein is the written determination of each party's legal counsel that the parties are authorized under the laws of this state to enter into this agreement and that the agreement is in proper form.

IN WITNESS WHEREOF, the parties have executed this agreement the day and year first above written.

TOWN OF GILBERT

STATE OF ARIZONA

Department of Transportation

By _____
WILBURN J. BROWN
Mayor

By _____
JAY KLAGGE, Director
Transportation Planning

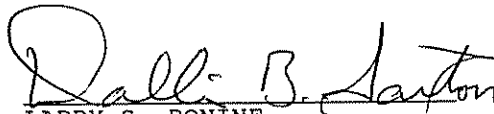
ATTEST:

By _____
PHYLLIS ALBERTY
Town Clerk

RESOLUTION

BE IT RESOLVED on this 6th day of June 1996, that I, the undersigned LARRY S. BONINE, as Director of the Arizona Department of Transportation, have determined that it is in the best interests of the State of Arizona that the Department of Transportation, acting by and through the Highways Division, to enter into an agreement with the Town of Gilbert for the purpose of defining responsibilities for conveying Economic Strength funds to the Town.

Therefore, authorization is hereby granted to draft said agreement which, upon completion, shall be submitted to the Director, Transportation Planning for approval and execution.


for LARRY S. BONINE
Director

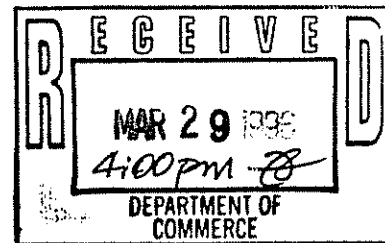
APPROVAL OF THE GILBERT TOWN ATTORNEY

I have reviewed the above referenced proposed intergovernmental agreement, between the DEPARTMENT OF TRANSPORTATION, HIGHWAYS DIVISION and the TOWN OF GILBERT and declare this agreement to be in proper form and within the powers and authority granted to the Town under the laws of the State of Arizona.

DATED this _____ day of _____, 1996.

Town Attorney

ECONOMIC STRENGTH PROJECTS
REQUEST FOR PROPOSAL
FY 1996 - ROUND 2
March 29, 1996



APPLICATION FORM

NOTE: Additional information may be provided in attachments. Be sure to clearly reference and mark such additions and attachments.

1. NAME AND ADDRESS OF APPLICANT:

Gregory M. Tilque
Town of Gilbert
1025 S. Gilbert Road
Gilbert, Arizona 85296

2. TYPE OF ORGANIZATION OF APPLICANT: (Check one)

a) ☒ Local Government only

b) ☐ Private Non Profit / Local Government Joint Application:

Name of Non Profit Agency Involved

Name of Local Government Involved
Town of Gilbert

3. Describe the function or purpose of applicant organization.

The main functions of the Town of Gilbert Economic Development Department are the attraction of business and industry to the community and the retention/expansion of existing businesses.

4. Name, address, and phone number of contact person:

Gregory M. Tilque
Town of Gilbert
1025 S. Gilbert Road
Gilbert, Arizona 85296
(602) 545-6865

5. Describe the private sector project or activity for which the related ESP funding is requested.

Earnhardt's is locating a RV Dealership to Gilbert. They also plan on bringing an as yet undetermined auto dealership to the site. They are not yet sure if this will be a new or used car operation. They are purchasing 62 acres to accommodate both operations as well as future expansions of each. They anticipate a capital investment of approximately \$23 million. Their move to Gilbert will allow them to expand their present operation and will provide for better visibility and convenient access to the entire east valley. The increased visibility and expanded inventory will result in an increase in sales which will benefit the Town of Gilbert, Maricopa County, and the state of Arizona through increased sales tax generation. This location will provide better exposure to

the winter visitors which represent a large part of their market. Since the site is located within the boundaries of the Mesa School District they will benefit from the increase in the assessed valuation of the property.

6. Describe the Economic Strength Project for which funding is requested. Describe how the ESP project supports/relates to the private sector project described in #5 above.

The Earnhardt's RV dealership will be moving their operations to the southwest corner of the Superstition Freeway (Highway 60) and Higley Road. In addition, they will be also bring a vehicle dealership to the site. Higley Road is currently a 2 lane road but the Town's transportation plan shows that Higley Road needs to be a six lane arterial providing for easy access between Mesa and Gilbert. The improvements will include water and sewer extensions from the south and half street improvements (3 lanes) to Higley Road. The Earnhardt project will be located immediately adjacent to Higley Road.

7. Describe how the private sector project fits into the community's overall economic development efforts.

One of Gilbert's targeted business cluster groups is the retail sector, especially large sales tax generators that help fund the rapid growth the Town is experiencing. Also, the location next to the Superstition Freeway is Gilbert's only window to the freeway and therefore this use is ideal. It also has the proper zoning and complies with the Town's General Plan.

8. Describe how the supporting ESP project fits into the Community's overall economic development efforts.

Higley Road has been designated to be a six lane arterial in the Town's three year Transportation Plan. This designation is to allow for safer transportation between Gilbert and Mesa and to provide a north/south corridor that would better handle the increased traffic volumes currently being experienced on Higley Road. In order to attract business and industry to Gilbert the community must be prepared for growth. Having the necessary infrastructure in place is a key ingredient in that formula. This site next to the freeway is not currently served by water or sewer and by bringing those utilities to the site it becomes more marketable, making job creation more attainable.

9. How will ongoing maintenance and repair be provided for the ESP project after construction/improvement?

As per Town of Gilbert policy, the Town will provide maintenance of public infrastructure upon completion and acceptance of the project.

10. Description of ESP project. (Check one)

- a) ☐ This is an existing roadway.
b) ☒ This is a new roadway. (Existing roadway to be improved)
c) ☐ This is a bridge.
d) ☐ This is an underpass.
e) ☐ Other _____

11. Where is the private sector project located that is supported by this ESP project?

The RV dealership currently operates in Mesa and the auto dealership will be new. Both projects will be located on the property directly south of the Superstition Freeway and west of Higley Road.

12. Where is the ESP project located?

a. In the community: Between Baseline Road and the Superstition Freeway on the west side of Higley Road. Project will front on Higley Road.

b. In relation to the related private sector project:
The project is located on the west side of Higley Road immediately adjacent to the improvements that will be completed.

13. What is the length (in feet/miles) of the ESP project? One half mile.

14. What is the width (in feet) of the ESP project? 48'

In the jobs section below (Q15 - Q17), applicants must provide employment- and wage-related information for the private sector employers (existing or new) which the ESP fund is supporting. If these projects do not generate certain categories of jobs (job creation, job retention or seasonal jobs), those sections should be left blank.

15. JOB CREATION

a. Construction Phase

Does your project create any public or private construction jobs?

Yes ☒

No ☐

If yes, complete the following; otherwise go to Q15.b.

(1) Number of construction jobs directly created by private sector	<u>40</u>
Number of days or months the construction jobs would last	<u>3-5 mo</u>
Average hourly wages	<u>\$14.50</u>
(2) Number of construction jobs directly created by public sector	<u>1.5</u>
Average number of days or months the construction jobs would last	<u>120</u>
Average hourly wages	<u>\$14.50</u>

Note: List and provide the above information for each employer included in or supported by your ESP application.

b. Operation Phase

(1) Number of full-time permanent direct jobs created	<u>250*</u>
Average hourly wages	<u>\$15.00</u>
(2) Number of part-time permanent direct jobs created	<u>45**</u>
Average number of hours per week	<u>30</u>
Average hourly wages	<u>\$6.00</u>

*The job breakdown is as follows; 100 for the RV dealership and 150 for the auto dealership.

** The job breakdown is as follows; 20 for the RV dealership and 25 for the auto dealership

Note: List and provide the above information for each employer included in or supported by your ESP application.

16. JOB RETENTION

- | | |
|---|----------------|
| a. Number of permanent full-time direct jobs retained | <u>100</u> |
| Average hourly wages | <u>\$15.00</u> |
| b. Number of permanent part-time direct jobs retained | <u>20</u> |
| Average number of hours per week | <u>30</u> |
| Average hourly wages | <u>\$6.00</u> |

- c. How would the lack of the ESP project cause, or contribute to, the loss of these directly effected jobs?

The jobs currently located at the existing Earnhardt RV facility would probably not be affected. The options would be to stay at the current location and not be able to expand or to find another location.

Note: List and provide the above information for each employer included in or supported by your ESP application.

17. SEASONAL JOBS

If seasonal jobs are a significant part of the operation of private businesses for which you have applied for ESP, complete the following. Otherwise, go to question 18.

- | | |
|-------------------------------------|----------------|
| a. Number of seasonal jobs created | <u>20</u> |
| Average number of days per year | <u>120</u> |
| Average hourly wages | <u>\$20.00</u> |
| b. Number of seasonal jobs retained | <u>25</u> |
| Average number of days per year | <u>120</u> |
| Average hourly wages | <u>\$20.00</u> |

- c. Further Clarifications The number of seasonal jobs are all related to the RV dealership.

- (1). Are the seasonal jobs created or retained for one year, or would they be occurring on an on-going basis year after year? The jobs would occur on an on-going basis. The RV sales business is particularly strong from January 1-April 1.

Note: List and provide the above information for each employer included in or supported by your ESP application.

18. Capital Investment.

- a) What kind of new, additional capital investment will be made by the private sector business or industry assisted by this ESP project? (Building, equipment, etc. at this site).

Earnhardt's will be constructing a RV Sales and Service building and an Auto Sales and Service building. They will also be purchasing equipment for the RV Service and Body Shop and Auto Service equipment. In addition, a large sign will be erected along the freeway and inventory will have to be purchased for both the auto and RV dealerships.

- b) What is the purpose and dollar value of the new, additional capital investment that will be made by the private sector business or industry assisted by this ESP project?

\$5,800,000 for Building & Service facilities and Site Prep

\$5,500,000 for Land (62 acres)

\$ 800,000 for Service Equipment

\$ 150,000 for Signage

\$10,500,000 for Inventory

\$22,750,000 Total

19. Cost/Benefit Calculation

What is the likelihood that benefit resulting from the project will exceed the costs of the project?
Show detail of cost/benefit analysis used to determine the net benefits of this project.

The cost to do the half street (3 lanes) improvements to the existing two lane Higley Road are estimated to be \$712,800. All of the work is expected to be completed by firms located in Arizona. State revenue sources are from nonrecurring private capital investments, and recurring personal property taxes, income taxes, and ever increasing sales taxes. The anticipated return on investment to the Town of Gilbert (based on total ESP project improvements and local public sector improvements) is approximately \$460,800 in year one and between \$1,530,000 and \$1,830,000 per year over the life of the investment.

Capital Improvements:

The cost to do the site prep work and to construct the RV and auto dealerships facilities is approximately \$5,800,000. Construction materials and services are anticipated to be purchased within Arizona. Total capital investment will be approximately \$23 million dollars.

Sales Taxes:

The RV dealership is expected to generate \$4,050,000 in sales taxes (\$600,000-Town of Gilbert, \$3,000,000-State of Arizona, & \$450,000-Maricopa County) the first year and increase to \$6,075,000 by the third year based on initial sales of \$60 million (1995 sales at current facility) and sales of \$90 million by the third year of operation. The auto dealership is expecting total sales and service revenues to be \$93 million (Revenue projections based on Earnhardt's lowest grossing store), generating a total of \$6,277,500 in sales tax (\$930,000-Town of Gilbert, \$4,650,000-state of Arizona, & \$697,500-Maricopa County).

Job Creation:

Approximately 250 full time jobs paying an average hourly rate of \$15.00 per hour (\$7.8 million total payroll) are expected to be generated from the expansion. In addition, 45

part time permanent jobs paying an average rate of \$6.00 per hour (\$421,200 total payroll) are expected to be generated.

Property Taxes:

The projected real and personal property tax revenues from the approximate \$23,000,000 capital investment will be a substantial increase from the vacant land that currently exists at the site.

20. What community(ies) will benefit from this project? How will each listed community benefit? The Town of Gilbert, the state of Arizona, Maricopa County, and the Mesa School District all stand to benefit from the construction of this project. From a financial standpoint, the Town of Gilbert, the state of Arizona, and Maricopa County will benefit from the sales tax that will be generated from the RV and Auto dealerships. The property is located within the Town of Gilbert boundaries but actually lies within the Mesa School District. Therefore, the Mesa School District will benefit from the increase in the assessed valuation of the property.
21. List the names of local economic development organizations, and a contact person for each, which are involved with this private sector project. **Include documentation (letters, etc.) showing the involvement and level of support of each organization.**
- | | | |
|-------------------------------|-------------------------------|------------------------------------|
| <u>Greg Tilque</u> | <u>Kent Cooper</u> | <u>John Gibson</u> |
| <u>Town of Gilbert</u> | <u>Town of Gilbert</u> | <u>Gilbert Chamber of Commerce</u> |
| <u>1025 S. Gilbert Road</u> | <u>1025 S. Gilbert Road</u> | <u>202 N. Gilbert Road</u> |
| <u>Gilbert, Arizona 85296</u> | <u>Gilbert, Arizona 85296</u> | <u>Gilbert, Arizona 85234</u> |
| <u>(602) 545-6865</u> | <u>(602) 545-6862</u> | <u>(602) 892-0056</u> |
22. What is the total cost of the entire project? \$23,819,200
23. **What is the total cost of the ESP portion of the project?** \$712,800
24. Complete and attach the Budget Detail Schedule (Attachment A).
25. Complete and attach the Sources and Uses Schedule (Attachment B).
26. Of the total ESP project cost listed in #23 above, **how much financial assistance are you requesting from the Economic Strength Projects Fund?** \$250,000
27. List the sources and amounts of matching funds (both private and public) that will be a part of the total direct ESP project cost.

a) Public Funds:

(1) Name of public entity contributing the match.	Amount
<u>N/A</u>	<u>\$ N/A</u>
Total	<u>\$</u>

(2) Cash match contributed to the project.
- Source (general fund, grants, HURF, etc.)

	Amount
<u>Town of Gilbert street funds</u>	<u>\$ 462,800</u>
Total	<u>\$ 462,800</u>

- (3) In-kind match contributed to the project.
 - Type of match (force account labor, construction management, materials, etc.)

	Amount
<u>N/A</u>	\$ <u>N/A</u>
Total	\$ _____

- b) Private Sector funds:
 Name of private sector company(ies) contributing matching funds to the ESP project, (if any)

	Amount
<u>N/A</u>	\$ <u>N/A</u>
Total	\$ _____

28. Local utility or other infrastructure expenditures:

- a) What indirect local public utility or other infrastructure expenditures will need to be made in connection with (1) the private sector project, and (2) the ESP project? For example, expansion of water or waste water treatment facilities due to demands of the new business which the ESP project is assisting; extension of utility lines, major drainage improvements, etc.).

IMPROVEMENT	COST
<u>12" water line extension (3,960')</u>	\$ <u>109,000</u>
<u>12" sewer line connection (5,280')</u>	\$ <u>172,000</u>
<u>Undergrounding irrigation facilities</u>	\$ <u>75,000</u>
Total	\$ <u>356,000</u>

29. How will the infrastructure expenditures listed in #28 above be funded?

The Town of Gilbert will fund the infrastructure expenditures.

30. List below the major milestone activities to be completed in the project and the time schedules for each.

ACTIVITY	START DATE	END DATE
<u>Utility installation, etc.</u>	<u>October, 1996</u>	<u>March, 1997</u>
<u>Roadway construction</u>	<u>January, 1997</u>	<u>June, 1997</u>

31. How soon after receiving approval of your ESP proposal could you begin construction on:

(a) The private sector project?(e.g., days, months)The Earnhardts do not have a firm timeline established on the start date but they estimate that they will begin design work within 3 months after the approval is received. Due to the expiration of a lease at their current facility they will need to have the new project operational by April, 1998.

(b) The ESP project?(e.g., days, months) 3 months

32. How long will the private sector project take to complete from start to finish? (e.g., days, months)Approximately one and one half years.

How long will the ESP project take to complete from start to finish? (e.g., days, months)
Approximately 12 months

33. Is there any opposition to either the private sector project or the ESP project? If so, from whom and what is the nature of the opposition?
We are not aware of any opposition to this project.

34. Is project located in No disadvantaged area of state?
No rural area of state?

35. Has this applying entity ever received any previous ESP grant funds.

NO ☒ YES _____ DATE RECEIVED: _____

AMOUNT RECEIVED: \$N/A

(List if more than one.)

**IMPORTANT!! UP DATE PERMANENT JOBS, DIRECTLY
CREATED AND/OR RETAINED, FOR EACH GRANT LISTED.**

36. Certification:

I certify that this project is compatible with other transportation facilities and conforms to all applicable construction and engineering standards.

NAME: Rick Allred DATE: March 29, 1996

TITLE: Engineering Manager


SIGNATURE: _____

NAME OF CONTACT PERSON Gregory M. Tilque

TELEPHONE NUMBER (602) 545-6865

ECONOMIC STRENGTH PROJECTS - BUDGET DETAIL SCHEDULE

[illegible]


Signature of Registered Professional

ATTACHMENT B **SOURCES AND USES STATEMENT**

I. USES:

A. Private Sector Related

1.	Acquisition of Existing Building with land	\$ <u>N/A</u>
2.	Site Acquisition (vacant land)	\$ <u>5,500,000</u>
3.	New building construction	\$ <u>4,800,000</u>
4.	Remodeling	\$ <u>N/A</u>
5.	Machinery and Equipment	\$ <u>800,000</u>
6.	Site preparation	\$ <u>1,000,000</u>
7.	Other <u>Signage</u>	\$ <u>150,000</u>
	<u>Inventory</u>	\$ <u>10,500,000</u>
	Sub Total	\$ <u>22,750,000</u>

B. Public Sector Related

1.	Total ESP project improvements (Grand Total of Total Activity Costs in Attachment A and Item 23 in the Application)	\$ <u>712,800</u>
2.	Local public sector improvements (Infrastructure improvements directly related to the project and located on or contiguous to the project site. Do not include ESP related costs here) <u>12" water line extension</u>	\$ <u>109,000</u>
	<u>12" sewer line extension</u>	\$ <u>172,400</u>
	<u>Undergrounding irrigation facilities</u>	\$ <u>75,000</u>
3.	Other _____	\$ <u>N/A</u>
C.	Total Uses	\$ <u>23,819,200</u> *

II. SOURCES:

A.	Private sector project investment ((Item 18 b) Total))	\$ <u>22,750,000</u>
B.	Local public sector (direct project related)	\$ <u>356,400</u>
C.	Economic Strength Projects Fund (State funds) (Item 26)	\$ <u>250,000</u>
D.	ESP match	
	(2) From the public sector ((Items 27 a)(1)(2) &(3))	\$ <u>462,000</u>
	(1) From the private sector ((Item 27 b))	\$ <u>N/A</u>
E.	Other _____	\$ _____
F.	Total Sources	\$ <u>23,819,200</u> *

*** Total Uses (I.C.) must equal Total Sources (II.F.)**



Town of Gilbert, Arizona
A Community of Excellence
Municipal Center
1025 South Gilbert Road
Gilbert, Arizona 85296

*From the Office of
the Mayor*

March 28, 1996

Sara Goertzen-Dial
Arizona Department of Commerce
3800 N. Central Avenue, 15th Floor
Phoenix, Arizona 85012

Dear Mrs. Goertzen-Dial,

As you know, the Town of Gilbert is growing at a staggering pace. We are adding about 900-1,000 new residents every 30 days! One of our biggest challenges is keeping pace with the services that our new residents demand. We have also experienced a fair amount of growth in the industrial and retail sectors but in order to provide the services our residents demand we are constantly trying to expand the retail sector. We now have an opportunity to do just that with a development we are working on.

Earnhardt's Dodge is one of Gilbert's finest corporate citizens and, as you know, they have had the number one Dodge dealership in the world for the past three years. Over the years we have established a strong working relationship with them and they recently approached us with a plan to move their RV Dealership to Gilbert. They want to locate the facility, as well as a future auto dealership, to a piece of land directly south of the Superstition Freeway, on Higley Road. Since this location is the only freeway frontage we have in Gilbert it would be an ideal place for them because of the exposure and for us because it is a use consistent with our General Plan. We are in the process of submitting this project for funding through the Economic Strengths Project and would like your support.

The improvements that we need to make to Higley Road to accommodate this use are substantial because that street is designated in our Transportation Plan as a six lane arterial. It is currently a two lane road. With the growth that we are experiencing it is very difficult to afford to fund all of the projects that we would like to and any assistance we can gain from the ESP funds would be very much appreciated.

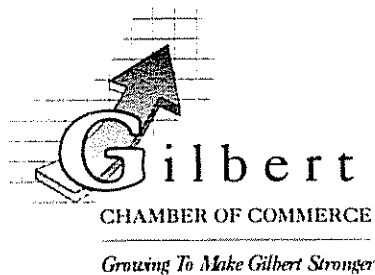
I would really appreciate any support you can lend us on this application. If you need any further details about the project please call me at 545-6860 or our

Economic Development Director, Greg Tilque, at 545-6865. Thank you for your continued support of Gilbert's economic development efforts and for all of your efforts in the promotion of our state. You've produced some very fine results.

Sincerely,

A handwritten signature in cursive script, reading "Wilburn J. Brown".

Wilburn J. Brown
Mayor



March 28, 1996

Sara Goertzen-Dial
Arizona Department of Commerce
3800 N. Central Avenue, 15th Floor
Phoenix, Arizona 85012

Dear Sara,

As you are probably aware, the Town of Gilbert is in the process of submitting an application for Economic Strength Project funding for a major development in the community. They have been working with Earnhardt's in regards to locating their RV Dealership and potentially another auto dealership to a site on Higley Road, just south of the Superstition Freeway.

I wanted to send you this letter to voice my support for their project. Earnhardt's has been an excellent corporate citizen since they arrived in Gilbert and the location of their RV Dealership to our community would be good for them, good for Gilbert, and would even benefit the Mesa School District because the site is located within their district boundaries.

I believe that this is a good project that will benefit many and I hope you'll be supportive of their application. If there is any other information that I can provide please call me 892-0056.

Sincerely,

John Gibson
Executive Director

c: Albert Nichols

